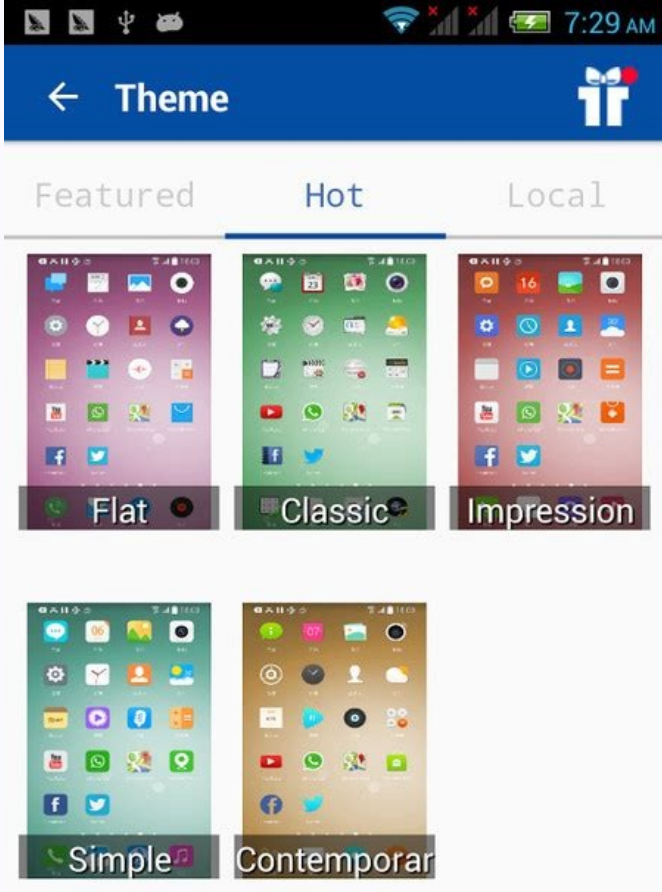
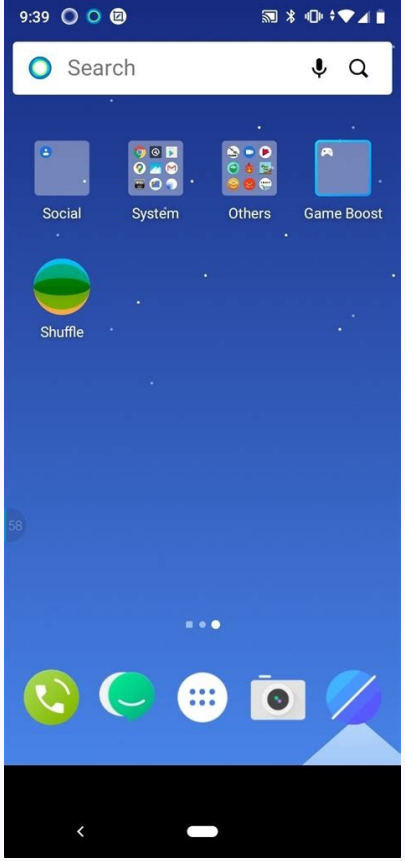


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"What we're really trying to do is look at this complex data journey and create some really compelling, powerful experiences and services at every stop of this data journey, and then... combine all of that with strong concepts like governance. Selispki told the Protocol in a recent interview in Boston. AWS now has over 200 services, and Selispki said more will be added. "I don't know when that will happen," he said. "We're constantly releasing new services because our customers need and request them, and we're putting a lot of effort into adding new features to the existing services we've already built. Both aspects of this are important. However, cost reduction has become a reality for many customers due to global economic upheavals, and AWS is seeing an increase in customers looking to control their cloud computing spend. "Exacerbation," said Selispki. "We're seeing people really focus on optimizing their resources and shutting down resources they're not using. By the way, they should do this all the time. It's just that the motivation is a bit higher in the current economic climate." This interview has been edited and shortened for clarity. Read another protocol story based on our interview with Selispki here. Aside from the explosive growth of AWS, what do you think has changed the most during your time at Tableau? Did anything surprise you? I've been amazed at the number of customers who are now fully deployed to AWS and the cloud in a way that is fundamental to their business and success. You can see it on paper and say, "Oh, business has grown, and that most mean more customers," but the cloud and our relationship with these companies now depends heavily on C-Suite. There was such a time, years ago, when there weren't many corporate executives who knew what they were doingThen you got to the point where they knew they needed a cloud strategy, and they asked their teams, their CIOs, "OK, do we have a cloud strategy?" passionate and involved in many cases, just like personal car driving. This simply shows how many organizations are currently using the cloud for every aspect of their business - to run their core enterprise IT applications... of course to do all kinds of new analytics, a lot of which are now machine learning that was never possible before, and then lots and lots of end-user applications. This applies not only to the introduction of technologies. The most common conversation with managers is about organizational transformation. It's about how they can put data at the center of their decisions in a way that most organizations have never done in history. And it's about using the cloud to innovate faster and accelerate your organizations. These are cultural characteristics, not technological characteristics, and they have organizational implications for how they organize and what kind of teams they need. It turns out that while this technology is complex, implementing it doesn't have to be as difficult as how to design and build an organization to get the most out of the cloud. How has your experience with Tableau influenced AWS and how do you feel you will make your mark on AWS? Personally, I spent almost five years diving deep into the world of data, analytics and business intelligence, and I hope I learned something during that time, on those topics. If you want, I can bring you a real insider's view of where the world is going - data, analytics, databases, machine learning and how all these things connect and how you really need to see what's happening with the data. story from the end.Finally. It's not aboutWhether it's a point solution for a database or an analytics service, it's really about understanding the flow of data from the moment it enters your organization to the other end where people collaborate, share data and make decisions. data. AWS has tremendous resources in all of these areas. Can you talk about the intersection of data and machine learning and how you think that will evolve in the coming years? We see the three areas really coming together: you have databases, analytics, and machine learning, and it's kind of like a Venn diagram where some of the three circles overlap. There are areas of each that are perhaps still independent of each other, but there is a very large and very strong intersection of the three - to the point that at AWS we've actually organized around it and have a single leader for all of those areas. to really help unite them. There is so much data in the world and it keeps growing exponentially. We said that five years ago and it's even more true today. The rate of growth is only accelerating. This is a huge opportunity and a huge challenge. Many people are drowning in their data and don't know how to use it to make decisions. Other organizations have figured out how to use these very powerful technologies to get valuable insights from their data very quickly. What we're really trying to do is look at this continuous data journey and create really compelling, powerful experiences and services at each stop on that data journey, and then it's all together into powerful concepts like governance. By properly managing who has access to what data and where care needs to be taken within the boundaries you set, you can give people the freedom to be creative and explore all the data at their disposal. AWS now has more than 200 services. Have you reached the top or can you continue like this?I haven't finished the build yet and I don't know when we will ever finish it. We continue to deliver new services as customers request and demand them, while making a huge effort to add new capabilities to the existing services we've already built. Both teeth are important. We don't just build a service and move on. In each of our services - you can choose any example - we are constantly adding new features. One of our main goals now is to make sure that we really help customers connect and integrate our different services. So those kinds of opportunities -- whether it's building new services, deepening our feature set in existing services, integrating into our services -- are really important areas where we're going to continue to invest. Do customers still want these blocks and build them themselves, or do they want AWS to handle it all? There is no one-size-fits-all solution to customer preferences. We definitely have customers who really want to get behind the wheel and work with our services at the deepest, most primitive level--so EC2 for compute, S3 for storage, one or more of our database services--and want to interact directly. with these services. It's interesting, and I will say somewhat surprising, how many of the core capabilities, like cost-effective computing, are still extremely important to our customers. If you had asked me 15 years ago, "Hey, in 2022, how many breakthrough innovations will there be in terms of gross performance or unit costing," I wouldn't necessarily have guessed that it's still as important as it is. . But it is absolutely necessary. This is partly due to the size of the datasets and the machine learning capabilities that are currently being developed. They demand huge sums of moneybut no one will be able to make this calculation unless we dramatically improve the price performance. We (also) have more and more customers who want to interact with AWS at a higher level of abstraction... more at the application level or in broader solutions, and we put a lot of energy, a lot of resources into a series of higher order solutions. One of the biggest of these is Amazon Connect, our contact center solution. In minutes, hours, or days, you can be up and running with a cloud-based contact center. At the start of the pandemic, Barclays... sent all of its agents home. After about 10 days, they had 6,000 agents on Amazon Connect who continued to serve their end customers. We built a lot of advanced features based on machine learning into Connect. We can transcribe conversations so that managers can train agents and services to extract meaning and themes from those conversations. We're not talking about the primitive abilities that control them, we're just talking about the ability to transcribe calls and extract meaning from calls. It is very important that we provide solutions to customers at all levels. Given the economic challenges customers are facing, how can AWS improve cloud business ROI? It's time to rely on the cloud more than ever, precisely because of uncertainty. We saw this during the pandemic in early 2020 and we see it again that the benefits of the cloud only increase in times of uncertainty. For example, the only thing many companies do during difficult economic times is cut their capital expenditures. For most businesses, the cloud means an operating cost, not a capital cost. You don't buy servers, you pay per unit of time or per unit of storage. This provides tremendous flexibility for many businesses thatthere are no capital investments in the budget to implement important projects aimed at introducing innovations. Another huge advantage of the cloud is the flexibility it provides - flexibility, the ability to drastically increase or decrease the amount of resources consumed. During the first six months of the pandemic, Zoom's demand grew by about 300%, and the company was able to meet that demand easily and gracefully because it uses AWS. You can only imagine if the company had its own data centers how difficult it would be to grow so quickly. The ability to dramatically increase or dramatically decrease your IT spending is actually a unique feature of the cloud. In times like these, you want to prepare to be innovative - breathe new life, reinvest and grow again. We've seen so many customers who are ready, using AWS, and then when there's a problem, they can really accelerate because they have competitors who aren't as ready or they see a new opportunity. We're seeing many customers really lean towards the cloud in these turbulent economic times. During Amazon's Oct. 27 call, it was noted that the number of AWS customers looking to cut costs has increased, and Amazon's CFO said customers want to save more than their spending commitments. Do you still insist on multi-year contracts where customers have the option to renegotiate the terms? We were an \$82 billion company last quarter with 27% year-over-year growth, so of course we have every use case and every customer in every situation you can imagine. Many are rapidly accelerating their move to the cloud. Some customers are tightening their belts. We're seeing people only focus on optimizing their resources and making sure they turn off resources they're not using. By the way, they should bethat constantly. Motivation is only slightly higher in the current economic situation. You see some voluntary projects that are not canceled but replaced. But every customer can simply "pay with a drink" and use our services to the full on demand. This option is open to any buyer. But of course many of our core customers want long-term commitments, they want a deeper relationship with us, they want the economic benefits of that commitment. These days, we make longer-term commitments than ever before. AWS™ margins fell sharply last quarter, but don't you think overall margins are pretty good? We offer incredible value to our customers and that's what matters to them. Analyst reports have been produced showing that customers save an average of 30% on typical enterprise workloads in motion when they run those workloads on AWS instead of running them themselves. (Australian airline) Qantas, for example, uses AWS for advanced flight route analysis - economic flight routes, data on wind conditions and what their routes should look like - and they even predict that they will save an additional \$40 million a year... carbon footprint by improving fuel efficiency . Such an analysis would be impossible, not even possible for most companies in their own premises. So some of these tasks are getting better and becoming very powerful cost reduction mechanisms that are only possible with advanced analytics that you can run in the cloud. Other times, just the fact that we have things like our graviton processors and... we consume so much power for multiple clients makes our resource usage much more efficient than others. Our scale is large enough that we obviously have good economics to buy things like bandwidth, power and so on. Therefore, running on AWS offers significant cost savings.This is what our clients focus on. Our business margins will... fluctuate up and down from quarter to quarter. This will depend on what capital investments we spend this quarter. Energy prices are obviously high now, so some neighborhoods are selling out and others are occupied. For our clients, the most important thing is the value we offer compared to what they are used to. And these benefits have been dramatic for years, as evidenced by the adoption of AWS by customers and the fact that we are still developing at a pace commensurate with the size of our business. This assumption speaks louder than any other voice. Do you expect a greater percentage of customer workloads to be shifted back to your local workplace than three years ago? Absolutely not. We're a big enough company. If you asked me if you've ever seen X, I'd probably find something from everyone, but the absolute dominant trend is that customers are dramatically accelerating their migration to the cloud. A big trend is to move a company's internal IT tasks, such as SAP, to the cloud. Create new analytics that often didn't exist before and run them in the cloud. More startups than ever are building innovative new businesses on AWS. Our public sector business continues to grow, serving federal, state, local and educational institutions around the world. It's just... about 10% of IT has moved to the cloud. It's really still the first day. This opportunity is still very much ahead of us, our customers, and they still see this opportunity and are rapidly moving to Google's cloud and data services and Microsoft X offerings as one big technology bundle? Overall, when we look at our global customer base, we see time and time again that the most innovative are the most profitablehappens when customers choose a provider when working primarily on AWS. Great economies of scale for our clients, including the experience they gain by learning the stack and truly becoming an expert instead of sharing their experience and going back to basics on another parallel stack. At the same time, many customers are in a hybrid state, running IT in different environments. In some cases this is done voluntarily; in other cases, they are acquisitions, such as buying companies and legacy technologies. We understand and recognize that the IT world is chaotic and that many of our clients will be running some of their resources on-premise and some on AWS for years to come. Some may have resources running in other clouds. We want to make this whole hybrid experience as simple and powerful as possible for customers, so we've invested heavily in these hybrid capabilities and will continue to do so. For example, in terms of management capabilities, this is the first thing that customers want: "We want to be able to see and manage and in some cases manage resources in AWS, in my own environment and in some cases in other clouds. ." Many of our management services have the ability to see and in some cases control what is happening in these environments. Many customers now use containerized workloads, and one of the big container technologies is Kubernetes. We have a managed Kubernetes service, an Elastic Kubernetes service, and we have a... Kubernetes distribution (Amazon EKS distribution) that customers can use and run on their own premises and even use it to deploy resources to another public cloud and all that will be consistent and able to monitor and manage all these environments. That's why we're very committed to providing hybrid experiences, including on-premise operations, including operations in other clouds, to make the world simple and cost-effective.what is possible for customers. Can you explain why you bought Dilip Kumar, VP of Retail and Technology at Amazon, from AWS as VP of Applications and what will be the repercussions? He is an Amazonian with many years of experience and performs many different roles - important for years - in the company. Dilip came to AWS to report directly to me and lead the application group.

We have more and more customers who want to interact with the cloud at a higher level - higher in the stack or higher in the application layer. We talked about Connect, our contact center solution, and we've developed special services for the healthcare industry, such as a health data lake called (Amazon) HealthLake. We have developed many industrial services such as IoT services for industrial environments such as industrial asset monitoring to understand when they need preventive maintenance. We have many features that we develop for both horizontal applications such as (Amazon Connect) and industry-specific applications such as automotive, healthcare, financial services. We see a growing demand for this and Dilip has combined the skills of many teams to focus on these (areas). You can expect us to invest heavily in these areas and introduce some truly exciting innovations. Does this include getting started with CRM, ERP or other high-level applications for your business? I don't think we have immediate plans in these specific areas, but as we've always said, we'll be completely customer-centric and go where our customers think it matters most. It has always been our North Star. Correction: This story was updated on November 18, 2022 to correct the Amazon EKS distribution name. Distribution.

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